"SERVING THOSE WHO SERVED"

SBA U.S. Small Business Administration: 1-800-U ASK SBA: Email: answerdesk@sba.gov
Office of Veterans Business Development: Phone: 202-205-6773; www.sba.gov/VETS

Veteran Businesses In Pennsylvania

- **There are 217,560 Veteran owned small businesses in the state of Pennsylvania.**
- **In the state of Pennsylvania, veteran owned small business proprietors income is over 8.2 billion dollars.**

Veterans in Pennsylvania

Pennsylvania ranks fifth in the nation with more than 5 % of the total U.S. veteran population
There are 1,280,788 veterans in Pennsylvania!

- **Approximately 5.5 million veterans own small businesses.**
- **There are 759,000 Service-Disabled businesses**
- **22% of Veterans in the U.S. household population have purchased or started a new business.**

Data obtained from the:

Waldman Associates Survey

Why Veterans Make Good Entrepreneurs

- Veterans have proven aptitude to learn new skills and concepts.
- Veterans have been trained to lead, motivate, and inspire in the most trying of times.
- Veterans understand how to work side-by-side with individuals to coordinate team efforts regardless of adversity.
- Veterans respect the roles of a hierarchal framework.
- Veterans know how to accomplish priorities on time.
- Veterans have overcome difficult situations which made them strong, determined, and willing to do what it takes to get the job done.

Data obtained from the :
McGraw Hill Companies Business Week

PROJECT FOCUS

- **Assist and advise Veterans on Entrepreneurship services.**
- **Manage veterans and steer them to services.**
- **Expand veterans professional growth.**
- **Coordinate coalition partners and legislative leaders in support of the Veteran project.**
- **Coordinate cooperation with VSO government and nonprofit agencies.**
- **Deliver high level Veteran entrepreneurial education training and services.**
- **Provide focused business development support.**
- **Expand employment by effectively starting, managing, and growing new businesses.**

Entrepreneur Expectations for The Veterans Project

- An effective modular curriculum for adult learners, built from input of nearly 20,000 graduates and instructors and decades of experience in entrepreneurship program design
- A training program that will directly impact profitability and business longivity
- A disciplined, proven approach to completing a business plan
- A sound financial strategy to fund company growth
- A hedge against failure
- A forum for networking with fellow business owners
- A better understanding of how to prepare and interpret financial statements

Entrepreneurship Training

- Pre-entrepreneurial needs assessment & Training
- Individual and Professional Growth
- Entrepreneurship and Employability skills
- Starting and Growing your business
- Internet selling and marketing
- Mentoring, Counseling, and Technical Assistance
- Micro Enterprise Program to encourage start ups in emerging communities.
- Home based business Training

Counseling and Mentoring

- **Veteran Project Advisory Committee**
- **Veterans Helping Veterans Network**
- **SBA/SCORE Counselors**
- **RMU School Of Business Faculty Counselors**
- **Procurement Technical Assistance Center (PTAC)**
- **Technical & Computer Literacy Training**
- **Employment Referral to Regional Career Centers**
- **Licensing & Certification Referrals**

Legislation

These services and opportunities extend to:

- **Service disabled veterans**
- **Small Business concern controlled by service disabled veteran**
- **Veterans who served in the active military, naval or air services**
- **Reservist National Guard**

Partnerships

- U.S. Department of Labor (DOL)
- Employment and Training Administration (ETA)
- Workforce Investment Act (WIA)
- U.S. Small Business Administration(SBA)
- Office of Veteran Business Development (OVBD)
- Veterans Business Outreach Center Region III (VBOC)

Laws and Regulations for SDVOSBs

The SDVOSB statutory goals, regulations, and acquisition authorities are governed by public laws, the Federal Acquisition Regulation (FAR) System, Code of Federal Regulations (CFR), Executive Orders (EOs), and other references. The following links may be useful:

CFR -	http://www.access.gpo.gov/nara/cfr/cfr-table-search.html
DFARS -	http: www.acq.osd.mil/dpap/dars/dfars/doc/tocdoc.htm
DoD OSBP -	http://www.acq.osd.mil/osbp/policy
FAR -	http://www.acqnet.gov/FAR/
GPO -	http://www.access.gpo.gov/
Laws -	http://uscode.house.gov/
SBA -	http://www.sba.gov/tools/resourcelibrary/lawsandregulations/

The following is a summary of laws, regulations, and EOs governing SDVOSB-based government acquisitions.

Executive Order (EO) 13360, *"Providing Opportunities for Service-Disabled Veteran-Owned Small Businesses to Increase Their Federal Contracting and Subcontracting"*. EO 13360 of October 20, 2004, calls for an increase in federal contracting and subcontracting opportunities for service-disabled veteran-owned small businesses. On December 12, 2004, the Executive Office of the President issued a memorandum to all Federal agencies on the implementation of the Executive Order. This memorandum provides guidance to assist agencies in preparing their strategies to implement the Executive Order.

Public Law 106-50, *"Veterans Entrepreneurship and Small Business Development Act of 1999"*, established an annual Government-wide goal of not less than 3% of the total value of all prime contract and subcontract awards for participation by small business concerns owned and controlled by service-disabled veterans. It did not contain a provision to restrict or "set-aside" contracting opportunities for service-disabled veterans.

Public Law 108-183, *"Veterans Benefits Act of 2003"* (VBA) added, in addition to other provisions, a contracting mechanism to enable agencies to reach the 3% prime contracting goal established in 1999. Section 308 of the VBA established a sole source and set-aside procurement program for SDVOSB.

Public Law 108-375, "*National Defense Authorization Act for Fiscal Year 2005.*" On May 24, 2005 the Department of Defense published an interim rule that expanded the DoD Mentor-Protégé Program to permit-service disabled veteran-owned small business concerns to participate in the Mentor-Protégé Program.

Public Law 109-461, Section 502, *"Veterans Benefits, Health Care, and Information Technology Act of 2006"* provides the Department of Veterans Affairs with unique authority to conduct set-aside and sole source procurements with small businesses owned and operated by veterans. Download Information Letter 049-08-07 entitled "Veterans First Contracting Program" pertaining to Public Law 109-461.

48 CFR Part 19.1403 *"Status as a service-disabled veteran-owned small business concern."*

Status as a SDVOSB concern is determined in accordance with 13 CFR parts 125.8 through 125.13; also see 48 CFR Part 19.307.

48 CFR Part 19.1405 *"Service-disabled veteran-owned small business set-aside."*

The contracting officer (CO) may set-aside acquisitions exceeding the micro-purchase threshold for competition restricted to SDVOSBs if the CO has a reasonable expectation that offers will be received from two or more SDVOSBs and the award will be made at a fair market price. If the CO receives only one acceptable offer from an SDVOSB in response to a set-aside, the CO should make an award to that concern.

48 CFR Part 19.1406 *"Sole source awards to service-disabled veteran-owned small business concerns." A* contracting officer may award contracts to SDVOSB concerns on a sole source basis (see FAR 19.501(d) and 6.302-5), provided only one SDVOSB can satisfy the requirement and at a fair and reasonable price and the anticipated award price of the contract will not exceed $5 million for within NAICS codes for manufacturing and $3 million for a requirement within any other NAICS code and the SDVOSB has been determined to be a responsible contractor.

48 CFR Part 19.1407 *"Contract clauses."* Contracting officers shall insert the clause at FAR 52.219-27, Notice of Total Service-Disabled Veteran-Owned Small Business Set-Aside, in solicitations and contracts for acquisitions under 48 CFR Part 19.1405 and 48 CFR Part 19.1406.

Linkages

- **Center for Veterans Enterprise**
- **U.S. Small Business Development Centers**
- **Service Corps of Retired Executives**
- **Veterans Business Outreach Centers**
- **International Franchise Association**
- **U.S. Department of Veterans Affairs Vocational Rehabilitation and Employment Service**
- **Tech-net**
- **www.business.gov**
- **www SBA.gov/business of/about SBA/sba programs**

Contracting Opportunities

US Government

Spends over

$305 billion

in goods and services every year at **3%** procurement equaling **$9 billion**

Corporate

Spends over

$2.5 trillion

Equaling 3% of $75 billion potential for veteran owned businesses

ROBERT MORRIS UNIVERSITY

5TH ANNUAL SALUTE VETERANS ENTREPRENEURS BUSINESS EXPO AND MATCHMAKING EVENT

"Matching Veteran Businesses with Contracting Opportunitiesties"

Robert Morris University Island Sports Center, Pittsburgh, PA

Save the Date **January 7-8, 2010**

Online registrations coming soon send your interest to vboc@rmu.edu

AGENDA

- *Event will attract Prime Contractors & Govt. Agencies*
- *300 Best in Class SD/VOB*
- *Expo featuring Green Sustainable Business Opportunities*
- *Veteran friendly Corporate Opportunities*
- *Teaming & Joint Venturing*
- *The Ultimate Pre– Conference System Matchmaking direct to participating sponsors Agencies , Primes*
- *Web based Pre Conference publicity to SDVOB– VOB primes agencies sponsor*

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NORTHROP GRUMMAN
DEFINING THE FUTURE

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Center Locations and Areas of Coverage

Northeast Veterans Business Resource Center

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Louis Celli, Jr.
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The University of Texas - Pan American

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erans Advocacy Foundation, Inc. - Veterans Business Resource Center

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VetBiz Central, Inc

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